

Some Aspects of the Farmers' Problems

By BERNARD M. BARUCH

(Reprinted from Atlantic Monthly)

The whole rural world is in a ferment of unrest, and there is an unparalleled volume and intensity of determination, if not anger, protest, and an ominous swarming of occupational conferences, interest groupings, political movements and propaganda. Such a tumult cannot but arrest our attention. Indeed, it demands our careful study and examination. It is not likely that six million stout and ruggedly independent men have come together and banded themselves into active unions, societies, farm bureaus, and so forth, for no sufficient cause.

Investigation of the subject conclusively proves that, while there is much overstatement of grievances and misconception of remedies, the farmers are right in complaining of wrongs long endured, and right in holding that it is feasible to relieve their ills with benefit to the rest of the community. This being the case of an industry that contributes, in the raw material form alone, about one-third of the national annual wheat production and is the means of livelihood of about 40 per cent of the population, it is obvious that the subject is one of grave concern. Not only do the farmers make up one-half of the nation, but the well-being of the other half depends upon them.

So long as we have nations, a wise political economy will aim at a large degree of national self-sufficiency and self-containment. Home fell when the food supply was too far removed from the belly. Like her, we shall destroy our own agriculture and extend our sources of food distance and precariously, if we do not see to it that our farmers are well and fairly paid for their services. The farm gives the nation meat as well as food. Cities derive their vitality and are forever renewed from the country, but an impoverished countryside exports intelligence and retains unintelligence, only the lower grades of mentality and character will remain in or seek the farm, unless agriculture is capable of being pursued with contentment and adequate compensation. Hence, to amble up and impoverish the farmer is to dry up and contaminate the vital sources of the nation.

The war showed convincingly how dependent the nation is on the full productivity of the farms. Despite Herculean efforts, agricultural production kept only a few weeks or months ahead of consumption, and that only by increasing the acreage of certain staple crops at the cost of reducing that of others. We ought not to forget that lesson when we ponder on the farmer's problems. They are truly common problems, and there should be no attempt to deal with them as if they were purely selfish demands of a clear-cut group, antagonistic to the rest of the community. Rather should we consider agriculture in the light of broad national policy, just as we consider oil, coal, steel, dry-goods, and so forth, as sources of national strength. Our growing population and a higher standard of living demand increasing food supplies, and more wool, cotton, hides, and the rest. With the disappearance of free or cheap fertile land, additional acreage and increased yields can come only from costly effort. This we need not expect from an impoverished or unhappy rural population.

It will not do to take a narrow view of the rural discontent, or to anticipate it from the standpoint of yesterday. This is peculiarly an age of flux and change and new deals. Because a thing always has been or no longer means that it is righteous, or always shall be so. More, perhaps, than ever before, there is a widespread feeling that all human relations can be improved by taking thought, and that a man not becoming for the reasoning animal to leave his destiny largely to chance and natural incidence.

Prudent and orderly adjustment of production and distribution in accordance with conservation is recognized as wise management in every business but that of farming. Yet, I venture to say, there is no other industry in which it is so important to the public—to the city-dweller—that production should be sure, steady, and increasing, and that distribution should be in proportion to the need. The unorganized farmers nationally act blindly and impulsively and, in consequence, surfeit and dearth accompanied by discounting price-accounts harass the consumer. One year potatoe rot in the fields because of excess production, and there is a scarcity of the things that have been displaced to make way for the expansion of the potato acreage; next year the potato farmers mass their fields on some other crop, and potatoes enter the class of luxuries; and so on.

Agriculture is the greatest and fundamentally the most important of our American industries. The cities are but the branches of the tree of national life, the roots of which go deeply into the land. We all flourish or decline with the farmer. So, when of the cities read of the present universal distress of the farmers, of a stamp of six billion dollars in the farm value of their crops in a single year,

HOME TOWN HELPS

"SELLING" ONE'S HOME TOWN

Work That Should Be Considered a Duty as Well as Mark of Good Citizenship.

Nowadays, before its salesmen are placed on the road by any of our larger concerns they are given a course in salesmanship. They are first made acquainted with the article they are to sell, they are given its talking points, or made to see its worth and value to the consumer, and then they are allotted their territory.

Selling a town is pretty much like selling goods. You must know first of all the advantages of your town, you must be able to tell the outside world what it has in the way of advantages and then you must dwell on those talking points. Your territory is large, for any place in the world you go you can spend a few minutes "selling" your town—which means nothing else but boasting it.

Citizens should learn the great advantage to be derived from being able to point out the manifold advantages of a residence here, of telling others exactly why they prefer to live here to having a home anywhere else.

The man who can talk up his town, and who does talk up his town is always admired, no matter in what part of the country he may be or in what company he is thrown. Home-town pride is the first indication of good citizenship, and people who hear you reciting the merits of the place in which you live naturally take it that all the other citizens are doing the same thing, and that it is a good place in which to live or in which to do business. Start out now to "sell" your town, wherever you go. Learn its advantages, learn to tell about them in an interesting way, and edge right in at every opportunity and tell about those advantages.—Indiana Labor Journal.

CANADIAN CITY LOOKS AHEAD

Example of Oshawa in Barring Narrow Lots as Dwelling Sites Should Be Followed.

The Oshawa town planning commission has resolved that in future no subdivision plan with building lots of less than 40-foot frontage will be sanctioned. Oshawa will be fortunate if it succeeds in controlling the future development of its suburban area according to the enlightened ideas of the commissioners. The town has already a city population and, as a growing industrial center, will spread beyond its present boundaries.

Another evil is that of inaccurate weighing of farm products, which, it is charged, is sometimes a matter of dishonest intention and sometimes of protective policy on the part of the local buyer, who fears that he may "weigh out" more than he "weights in." A greater grievance is that at present the field farmer has little or no control over the time and conditions of marketing his products, with the result that he is often underpaid for his products and usually overcharged for marketing services. The difference between what the farmer receives and what the consumer pays often exceeds all possibility of justification. To cite a single illustration: last year, according to figures released by the railroads and the growers, Georgia watermelon raisers received on the average 2.5 cents for a melon, the railroads got 12.7 cents for carrying it to Baltimore and the consumer paid one dollar, leaving 79.8 cents for the service of marketing and its risks, as against 20.2 cents for growing and transporting. The hard angles of farm-life are evident with such consequences on the crudeness of present practices.

Nature prescribes that the farmer's "goats" must be fattened within two or three months of the year, while financial and storage limitations generally compel him to sell them at the same time. As a rule other industries are in a continuous process of raising goods for the market; they distribute as they produce, and they can curtail production without too great injury to themselves or the community, but if the farmer restricts his output, it is with disastrous consequences, both to himself and to the community.

The average farmer is busy with production for the major part of the year, and has nothing to sell. The bulk of his output comes on the market at once. Because of lack of storage facilities and of financial support, the farmer cannot carry his goods through the year and dispose of them as they are currently needed. In the great majority of cases, farmers have no storage—In warehouses and elevators—and the financial carrying of their products to others.

Farm products are generally marketed at a time when there is a question of both transportation and finance—when cars and money are scarce. The outcome, in many instances, is that the farmer not only sells under pressure, and therefore at a disadvantage, but are compelled to take further reductions to net returns, in order to meet the charges for the service of storing, transporting, financing, and ultimate marketing—which charges they claim are often excessive, bear heavily on both consumer and producer, and are under the control of those performing the services. It is true that they are relieved of the risks of a changing market by selling at once, but they are quite

Community Garages in Duluth. Community garages, says Popular Mechanics Magazine, have been introduced in Duluth, Minn., which show some decided advantages over the usual individual garage. With the aid of good architecture and landscape gardening the structures add to the appearance of the neighborhood, and back yards are left free for gardens and playgrounds. A saving is made in the cost of constructing buildings and driveways, and the heating problem is simplified. A single plant heats all the rooms most economically and all rooms are kept at a minimum temperature of 40 degrees even in the severest winter weather. There is a solid wall between each group of four rooms. The other partitions are of concrete to a height of three feet and of galvanized wire setting the rest of the way to the ceiling. The construction is of hollow concrete blocks, metal lath and cement plaster.

Coal Saving Plan. Coal economy is acute in England and the following method of saving fuel has been found valuable, most likely for use in an open fire. Preserve the coal ashes, which are usually thrown away as worthless. When there is a sufficient quantity, add to them an equal amount of small coal, then pour on a little water, and mix with a shovel. Use this composition when dry for placing on the top or the back of the fire. It will burn brightly and pleasantly, and only a little dust will remain unburned.

Fire Alarms for Kiddies. How to send in a fire alarm was one of the subjects of instruction at the "fire prevention exhibit" at Ironwood, Mich. Five hundred persons received this instruction, as well as other advice for fire prevention. The use of hand fire extinguishers was taught. Cards containing the numbers and locations of the fire-alarm boxes in the city as well as pamphlets entitled, "Stop Drowning Up Houses," were distributed.

RUNTY ANIMAL UNPROFITABLE

Underfed and Undeveloped Animals Usually Caused by Improper Care and Poor Feed.

Niggardly methods of feeding and caring for farm live stock are unprofitable. This is one conclusion resulting from an inquiry conducted by the United States Department of Agriculture into the causes and prevention of runtiness among farm animals. Seventy-five per cent of undersized and undeveloped animals, according to a summary of more than 700 opinions advanced by livestock owners, are due to inferior breeding, inadequate or unsatisfactory feed, and pests, such as parasites and insects.

The remedy is the better care of better stock and the cost of this remedy, in the opinion of practical farmers, is much cheaper than the expense of continuing to raise undersized and slow-maturing domestic animals. "Better rules one good cow than two poor ones—a runt is nothing but expense all its life." This opinion, which is typical of many others, is from a Michigan dairyman. A thrifty New Englander sums up sentiment on this topic with the remark, "I find I cannot cheat the animal without cheating myself."

HIGH-PRODUCING DAIRY COWS

To Increase Productiveness of Herd It Is Necessary to Begin With Individuals.

Increasing the productiveness of a dairy herd through selection must begin with the individual as a unit. Cows with the best performance records are mated to a bull backed by a line of high-producing ancestors. Even this will not guarantee offspring equal to their parents in productiveness, since the law of chance operates to make results uncertain. However, the average will be as good as their parents' and some will exceed their dam's record. The best practices are further breed for further improvements

DO YOUR TALKING OVER THE HOME LONG DISTANCE FOR BEST RESULTS QUICK ECONOMICAL

666

Will break a Cold, Fever and Grippe quicker than anything we know, preventing pneumonia.

Restaurant

Good Meals for 25¢

Give Us A Trial

Mrs. G. E. Boston & Son

Next door to H. V. Stone

Marion Kentucky

Gilchrist & Gilchrist
Refractive Specialists

EYES AND NERVES

Hours: 8 to 12 A. M., 1 to 5 P. M.
Office Fristie Building, Main Street

\$10 Auto Radiator Protection for \$2

Our Improved Radiator Shutter Is Operated from the Dash Made of Waterproof Fiber Composition. Retains the Heat

Better than Metal. Doesn't Rust or Rattle.

Saves Gas, Battery, Freezing

MADE TO FIT ALL CARS MAKES STARTING EASY

Send Us \$2 and Name of Car for One Complete Postpaid

Town and County Agents Wanted: Reference Dun's and Bradstreet's.

Essential Automotive Products Co., 511 W. 42 St., N. Y. City

Studebaker Facts

Established 1852. Present capital investment \$70,000,000 Plants in South Bend, Indiana, Detroit, Michigan, Walkerville, Canada. Second largest in the world.

Plants cover 225 acres; buildings contain 5,987,000 sq. ft. of active floor space, and investment amounts to \$35,000,000.

Inventories of raw materials, work in progress and finished goods, amount to \$20,000,000.

Research and experimental laboratories, unexcelled in the industry, employing 100 skilled men.

12,500 machines used in 500 manufacturing departments.

Average number of employees, 14,000.

1,120 mechanical operations on the three models of Studebaker cars are accurate to one-thousandth of an inch; 360 to one-half-thousandth of an inch.

689 inspectors employed in the plants, 9,500 inspections during manufacture before cars are passed for delivery. In addition 500,000 laboratory tests are made annually.

150 tons of castings made in Studebaker foundries daily. 85,000 tons of steel used by Studebaker annually.

7,000,000 gallons of fuel oil used annually in heat treating and in drop forge furnaces. 85,000,000 cubic feet of gas used annually.

Over 450,000 Studebaker Cars produced and sold—valued at \$540,000,000.

Studebaker cars are sold in all civilized countries and the trade-name "Studebaker" is a household word.

Series 22 BIG-SIX Prices

Touring	\$1785
Coupe	2500
Sedan	2700

Series 22 SPECIAL-SIX Prices

Roadster (2 passenger)	\$1425
Touring	1475
Club Roadster	1475
Coupe (4-passenger)	2150
Sedan	2350

The New LIGHT-SIX

Prices Reduced Effective January 7th

Touring	\$1045
Roadster (3-passenger)	1045
Coupe-Roadster	1375
Sedan	1750

All prices f. o. b. factories

T. H. Cochran & Co.

THIS IS A STUDEBAKER YEAR